

## Message Text

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71

ACTION ARA-10

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /018 W

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R 081820Z JAN 74

FM AMEMBASSY SANTO DOMINGO

TO USDOC WASHDC

INFO SECSTATE WASHDC 9563

UNCLAS SANTO DOMINGO 0104

E.O. 11652: N/A

TAGS: ETRD, DR

SUBJECT: SPECIAL TRADE OPPORTUNITY: BUSES

REF: A) SANTO DOMINGO 3639, DECEMBER 7, 1972

B) SANTO DOMINGO 3595, SEPTEMBER 5, 1972

C) SANTO DOMINGO 103, JAN 8, 1974

1. SPURRED BY RISING GASOLINE PRICES, INTEREST HAS REVIVED IN THE PURCHASE OF BUSES, NEW OR USED, TO REPLACE OR SUPPLEMENT SANTO DOMINGO'S OUTMODED URBAN AND INTER-URBAN TRANSPORTATION SYSTEM BASED ON TAXICABS. ALTHOUGH THERE ALREADY HAS BEEN SOME EXPANSION OF BUS SERVICE, INCLUDING TWO NEW COMPANIES OPERATING LONG-DISTANCE SERVICE AND A FEW NEW BUSES IN THE CAPITAL ITSELF, THE NEED FOR A GREAT MANY MORE IS BECOMING INCREASINGLY APPARENT. THE GODR ITSELF WILL PROBABLY FIRST HAVE TO SET ITS POLICY ON OIL/GASOLINE PRIORITIES BEFORE LARGE SCALE PURCHASES ARE MADE; THAT DECISION IS COMPLICATED BY THE UPCOMING NATIONAL ELECTION (MAY 16) AND THE OBVIOUS POLITICAL PREDICAMENT OF WHAT WILL HAPPEN TO THE 7,000 TAXI DRIVERS IN THE CITY.

2. IN THE MEANWHILE, ONE MORIBUND PROPOSAL IS BEING REVIVED SOMEWHAT ALTERED: AGAIN WITHOUT PUBLIC ANNOUNCEMENT, THE INSTITUTO DESARROLLO Y CREDITO COOPERATIVO (IDECOOP) IS INTERESTED IN PURCHASING SOME 200 BUSES, THIS TIME A COMBINATION OF FULL-SIZE AND 20-PASSENGER MINI-BUSES. SAPIN, ONCE AGAIN, APPEARS TO BE IN THE LEAD (SEE REFTELS A) AND B). LOCAL REPRESENTATIVES OF U.S. FIRMS ARE AWARE OF THE PROPOSAL AND SOME HAVE OFFERED BIDS.

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3. ANOTHER OPPORTUNITY IS FOR THE SALE OF USED BUSES. AN URBAN;  
TRANSPORT COOPERATIVE IS LOOKING FOR 25 USED BUSES, DIESEL ENGINE,  
50-60 SEATS, HOPEFULLY IN THE \$5000 TO \$7000 PRICE RANGE. AT  
THE MOMENT, THIS COOPERATIVE HAS NO APPARENT FINANCING  
FOR THIS PURCHASE. HOWEVER, GODR FINANCING OR GUARANTEE MAY  
EMERGE AS ONE POSSIBLE FACET OF THE GOVERNMENT'S ENERGY P OLICY.\*  
IN ANY EVENT, IT WOULD BE USEFUL FOR ANY U.S. FIRM WHICH COULD SELL  
USED BUSES TO WRITE DIRECTLY TO THE COOPERATIVE WITH INFORMATION  
AND QUOTATIONS: JUAN MANUEL GUERRERA, PRESIDENTE, COOPERATIVA DE  
AUTOBUSES TRANSPORTE NACIONAL INC., CALLE HATUEY 119,  
ENS. QUISEQUEYA, SANTO DOMINGO, DOMINICAN REPUBLIC.\*  
\*URWITCH

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** PROCUREMENT, TRADE, PASSENGER TRANSPORTATION, SURPLUS PROPERTY SALES, NATIONAL ELECTIONS, DIESEL ENGINES  
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